

# Managed Service Provider Program and Deployment Guide

Get the full interactive view at  
<https://bitwarden.com/es-la/msp-program-deployment-guide-1/>

## Deployment Options

Every organization has unique requirements. Bitwarden provides our MSP partners ways to differentiate and grow their business while deploying password management as a service.

### Bitwarden for Internal Use

Leverage the power of the Bitwarden platform for your MSP business to protect your team and securely manage internal and external credentials. Set the foundation of credential management and grow with us.

### Offer Bitwarden as a Managed Service

Resell Bitwarden and grow your business while enabling your clients with password management. Create and manage your client's Bitwarden instance, drive best practices, and improve customer satisfaction and security.

### Resell Bitwarden

Distribute and sell Bitwarden to customers who can administer the solution themselves. MSPs and Resellers are encouraged to bundle additional services to assist and support clients.

## MSP Program Details

### Flexible Contracts

Bitwarden provides flexibility through annual and monthly billing cycles for MSPs to onboard and offboard users easily and effectively.

### Tiered Discount Considerations\*

As you grow your business with Bitwarden, our margin increases through tiered discounting. Discounts are applied based on the number of seats under management.

\*Program benefits subject to change

### Flexible Product Choice

Help your clients lay a strong foundation for password management through the Bitwarden Teams or Enterprise plans.

### Dedicated Account Manager\*

Through the Bitwarden MSP program, you will have a dedicated account manager to accelerate and support your success.

## Bitwarden for Your Clients

### Password Management Features and Benefits

#### Secure Password Sharing

Enable your clients to share encrypted data quickly and easily, and only with the users or teams who need access

#### Cloud-Based or Self-Host

Get you and your clients up and running in minutes in the cloud or you can self-host Bitwarden for complete data control

#### Vault Health Reports

Access insightful reports to reveal weak, reused passwords, and other helpful data security metrics

#### Always-On Support

Customer Success agents are available to support you around the clock and MSP resources are available to answer your specific

#### Cross-Platform Accessibility

Users can access critical data in their Bitwarden vault from any location, browser, and device

#### Security Audit & Compliance

Open source and third-party audited, Bitwarden complies with Data Privacy Framework (DPF), GDPR, CCPA regulations

#### Directory Sync

The powerful Bitwarden Directory Connector streamlines user and group onboarding and keeps them in sync

#### Detailed Event Logs

Bitwarden creates audit trails to help you keep track of provider, user, and group access to sensitive data

needs  
**Flexible Integrations**

Unite your existing systems with Bitwarden using SSO authentication, Directory services, or powerful APIs

**Zero Knowledge, End-to-end Encryption**

Everything stored in the Bitwarden Vault is secured with end-to-end AES-256 encryption. Bitwarden cannot see anything stored within user vaults, including passwords and websites.

**Build Your Tech Stack**

Bitwarden seamlessly integrates your existing technology stack with SAML 2.0 and OpenID connect.

**Getting Started**

Task	Reference Material
Review/Attend a Bitwarden weekly demo	<a href="#">Weekly Demo Registration</a>
Review partner program overview	<a href="#">Contact Sales for MSP Pricing</a>
Watch the Bitwarden for MSPs webcast	<a href="#">MSP Webcast</a>
Enterprise Introduction	<a href="#">Enterprise Presentation</a>
Bitwarden Architecture	<a href="#">Architecture</a>
Best practices for new organizations	<a href="#">Best Practice</a>

## Understanding Bitwarden Vault Features

Task	Reference Material
Review the features within your Personal Vault	<a href="#">Get Started with the Web Vault</a>
Understand Organizations	<a href="#">What are Organizations</a>
Importing vault items	<a href="#">Import Vault Items</a>
Installing Bitwarden across your devices	<a href="#">Download Bitwarden</a>
Review item types	<a href="#">Vault Types</a>
Item management	<a href="#">Manage Vault Items</a>
Using Bitwarden Send	<a href="#">About Bitwarden Send</a>

## Review Organizations

Task	Reference Material
Understand user types and management	<a href="#">User Management</a>
Understand collections	<a href="#">Collections</a>
Understand enterprise policies	<a href="#">Enterprise Policies</a>

## Getting Started with the Provider Portal

Task	Reference Material
Ensure the Provider Portal has been enabled	<a href="#">Provider Portal Overview</a>
Review the Provider Portal user types and access control	<a href="#">Provider User Type</a>
Provider Portal user management	<a href="#">Manage Provider Portal Access</a>
Provider Portal client management	<a href="#">Client Management</a>
Create new client organizations	<a href="#">Create a new client</a>

## Top Adoption Drivers for Your Clients

Action Items	Description
Assign an executive sponsor	Identify a client champion. This should be a C-level or VP-level client executive ready to drive Bitwarden adoption.
Make Bitwarden mandatory	Build Bitwarden into your services offering.
Employ a training strategy	Based on user needs, provide training and documentation for different skill levels.
Integrate with your user directory	By integrating with your existing directory, every employee can be automatically onboarded to Bitwarden when they join the company, as well as deprovisioned if they leave.

## Employee/Client Training Best Practices

Action Items	Description
<a href="#">Schedule and record live training</a>	Where and when? Onsite or web-based lunch and learning? Record the live training to share later. Post recorded training where employees can find them, so they can review as needed.
<a href="#">Leverage existing Bitwarden materials</a>	Tutorial videos, FAQs, Support resources, Recorded trainings, Handouts
<a href="#">Incorporate materials in all email communications</a>	Remind employees where they can find handouts and support resources to help them get started with Bitwarden

## Training Resources

Action Items	Description
<a href="#">Bitwarden for All</a>	Bitwarden training for general end users.
<a href="#">Bitwarden Power User Training</a>	Bitwarden training for more advanced users who want to take advantage of extra features.
<a href="#">Bitwarden Training for Admins</a>	Bitwarden training for administrators.
<a href="#">Security Training</a>	<p>Join the Bitwarden team for an introductory session on the basics of employee security training. Security Training This session covers:</p> <p>Why it is important for organizations to clearly communicate security and compliance policies</p> <p>Social engineering and what to look out for</p> <p>Security across email, web, and mobile devices</p>

## Más recursos

### Demostración en directo de MSP

Acompáñenos cada mes en una sesión de formación administrativa para MSP en la que aprenderá las mejores prácticas para que sus clientes empiecen a trabajar rápidamente.

### Centro de aprendizaje

El Centro de Aprendizaje guía a los usuarios a través de cursos de formación en vídeo, ayudándoles a ser más competentes en las ofertas de Bitwarden.